



## Scottish accountancy firm selects Egress Switch to uphold industry standards when communicating sensitive information with clients and partners

***“By securing confidential client data using Switch, we are taking a significant step towards providing safe, secure and reliable digital solutions to our customers.”***

**Sheena Martin**  
Managing Director and Business Owner  
Keltic Accounting Ltd

Based in North East Scotland, Keltic Accounting Ltd offers a broad range of services to both business and personal customers, including accounts production, payroll, business development and specialist tax services. In order to provide the highest quality of professional service, the firm internally processes a variety of confidential information, routinely sharing it with external clients. As such, Keltic Accounting Ltd recognised the need to protect this information while in transit, and thereby comply with the Information Security Framework put in place by the Institute of Chartered Accountants in Scotland (ICAS). This brings together legal and best practice guidelines to hold professional services firms accountable to the highest data protection standards, ensuring that confidential client information is not put at risk of loss or breach.

## Upholding industry guidelines

“As a relatively new practice, we are keen to have the right business and security processes and procedures in place from the start. This involves remaining compliant with industry guidelines, such as the framework set out by ICAS, which helps accountancy firms ensure that all appropriate organisational and technical controls and policies are in place.”

## Simple, effective and fully auditable

“Egress Switch offers a simple, effective and fully auditable solution to help comply with such standards, meaning we can securely and confidently share sensitive information externally with clients, as well as internally across the firm.”

## A key priority

“It is important that professional service firms are seen to be adopting cutting-edge data security practices, and with industry standards becoming increasingly more rigorous, we are seeing a growing number of our customers making information security a key priority. By selecting Switch to protect the information they share, Keltic Accounting Ltd can confidently continue to provide the highest quality of services to their clients.”

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## The Challenge

Keltic Accounting Ltd’s Office Manager Alister Strachan explains: “As a relatively new practice, we are keen to have the right business and security processes and procedures in place from the start. This involves remaining compliant with industry guidelines, such as the framework set out by ICAS, which helps accountancy firms ensure that all appropriate organisational and technical controls and policies are in place. Egress Switch offers a simple, effective and fully auditable solution to help comply with such standards, meaning we can securely and confidently share sensitive information externally with clients, as well as internally across the firm.”

## The Solution

Offering real-time auditing, as well as date and time restrictions, and the ability to revoke access to secure packages, Switch provides an easy-to-use yet comprehensive email and file encryption solution. As a result, users remain in control of the information they share at all times, consequently protecting them from the data losses and breaches that threaten the security of confidential information and damage business reputation.

“We are committed to making our practice fit for purpose in the 21st Century by investing in state-of-the-art IT solutions,” continues Keltic Accounting Ltd’s Managing Director and Business Owner Sheena Martin. “By securing confidential client data using Switch, we are taking a significant step towards providing safe, secure and reliable digital solutions to our customers. In turn, this brings us in line with industry standards, working to further improve the services we offer.”

Commenting on the announcement, Egress UK Sales Manager Kelly McCann stated: “We are delighted that Keltic Accounting Ltd has selected Switch to secure the confidential information they share externally with clients, as well as internally within the organisation. It is important that professional service firms are seen to be adopting cutting-edge data security practices, and with industry standards becoming increasingly more rigorous, we are seeing a growing number of our customers making information security a key priority. By selecting Switch to protect the information they share, Keltic Accounting Ltd can confidently continue to provide the highest quality of services to their clients.”

## About Egress Software Technologies

Egress Software Technologies is the leading provider of email and file encryption software, offering innovative on-demand data security to enable organisations and individuals in the Public and Private Sectors to share confidential information with third parties.

Combining on-premise and hosted cloud infrastructure with patented key management, Egress Switch provides a unique community-based licensing model called the Egress Trust Network. The Network is made up of paying and free Egress Switch subscribers, who are able to share information securely with one another using a single global identity. Delivered as a fully managed service, the Trust Network has grown virally to over 500,000 members.

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